

COMMERCIAL INDICATIONS

Dun's Reports of Business in Various Lines.

The business position of this country is shown very clearly in "Dun's Review" of Saturday, May 12. A study of the various elements of our national commerce and industry is necessary to insure an intelligent conception of this country's prospects and its business relations with other countries. Referring to the general tone of trade, "Dun's Review" has the following:

"The movement of trade continues on larger scale than last year, and the current statistics by which business activity is measured are still favorable. Bank clearings outside of New York this week are 15 per cent larger than in '99, and 9 in excess of '98, while at New York the gains are 188 per cent and 75 per cent, respectively. Railroad earnings in April increased 7.6 per cent. While a much larger movement is indicated by these figures and confirmed by the detailed reports from the leading trade centres, the improved confidence in commercial circles and the more hopeful outlook are tempered by a wholesome conservatism which stands in the way of any excessive speculative anticipation of future needs. The foremost business consideration at present is the state of the growing crops. The season is fully three weeks late, and the heavy rains have been detrimental to cotton. While the government report on winter wheat was more favorable than was anticipated, there has been a heavy abandonment of acreage and some reduction in the crop appears probable. The rains have interfered with wholesale and retail distribution, and this has reduced somewhat the movement of drygoods, the market, however, remaining, on the whole, very strong. The best reports come from iron and steel, the production of which continues very large, the daily rate during the month of April reaching a point in excess of the preceding high total. The April copper report, on the other hand, showed a moderate increase in supply stocks for the first time this year. Considerable interest attached to the sale of the large new issue of New York City bonds. While these were oversubscribed, the price obtained was slightly lower than last year. The Bank of England's discount rate was reduced from 3% to 3 per cent, and that institution now holds more gold than ever before at this date, with one exception. In spite of bad weather, the April statistics of new building permits showed a gain of 225 per cent over the corresponding month last year. Leather and hides continue very strong. The foreign commerce exhibit maintains a favorable showing. The exports from New York during the latest week were \$15,152,244, which is over \$2,000,000 in excess of the imports and compares with \$14,623,684 exported last year and \$13,131,366 in 1910."

"That this country is now manufacturing and consuming steel at a greater rate than ever before is indicated by the latest statistics of pig iron production, which show a total for blast furnaces alone of 1,380,517 tons during April, against 1,382,755 tons in March, according to "The Iron Age." This is a daily average for the steel companies of 64,241 tons, or 2,000 tons a day more than in the previous month and 5,300 tons more than the high point attained in the remarkable movement of about two years ago. Continued heavy buying by the railroads is noted, and prices of steel, machinery and Southern foundry iron show increased strength. The larger producers of steel billets are filled up, and though some material is still on the market the supply is now not more than equal to the demand. Open hearth and Bessemer billets are firm at \$20.50 and \$21. Pittsburgh, A.S., expected, the leading interest reported a substantial gain in unfilled orders during April, the increase amounting to \$60,644 tons."

The railroad earnings are analyzed in another paragraph and the deductions give a favorable promise for increased prosperity in that direction. The report says:

Railroad Earnings.

"Railroad gross earnings for the month of April make a very satisfactory increase over those of a year ago, the total of all United States roads reporting to date aggregating \$43,903,437, a gain of 7.6 per cent, as compared with the earnings of the same roads for the corresponding period last year. Very few roads that report for the last week of the month show losses, and those that do are mostly in the far West and Southwest, but even in that section there are notable indications of improvement. Missouri Pacific, Minneapolis & St. Louis, St. Louis Southwestern, International Great Northern, Texas & Pacific and a number of other important systems now making larger returns. In the South roads are general and on many leading systems marked expansion appears, gratifying increases being reported by Chesapeake & Ohio, Louisville & Nashville, Southern, Alabama Great Southern, Cincinnati, New Orleans & Texas Pacific, Central of Georgia, Seaboard Air Line and others. Taken as a whole, this week's statement indicates a reasonable expansion in railroad business that is shared in by most sections of the country. In the following table are given the total gross earnings of all United States railroads reporting to date for the month of April and the gain, as compared with the earnings of the same roads for the corresponding month a year ago, also for practically the same roads in the two preceding months, together with the percentages of gain as compared with last year."

RAILROAD EARNINGS.

April, 1912. Gain, per cent. April, 1911. Gain, per cent. April, 1910. Gain, per cent.

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|-----------|--------------|-----|--------------|-----|--------------|-----|
| RAILROADS | \$43,903,437 | 7.6 | \$39,566,579 | 7.7 | \$32,952,542 | 7.7 |
|-----------|--------------|-----|--------------|-----|--------------|-----|

Includes extra dividend. *New stock.

HELP WANTED.

Male.

1 STADY \$1000 in the year with a small mail order business, began with \$50, send for booklet. Tells how. Hirsch, 5055, Lockport, N.Y.

WORK WANTED.

Male.

CHAUFFEURS—A young man upward, latest, most recent, good experience in American business; no branch agency. Miss Morris' s, 72 Lexington ave., corner 8th St.

CHAUFFEUR—Private family, willing to be served, do all necessary work. Tel. 2045, 2nd Fl., Tribune Brown Office, 1944 Broadway.

DRAFTSMEN—Architectural, fifteen years experience, plans details and other necessary work. Tel. 2045, 2nd Fl., Tribune Brown Office, Jersey City, N.J.

WANTED—Position to travel in Far East, by man who speaks French, German and Chinese, know Chinese conditions. Address Box 25, Tribune Office.

FEMALE.

A REPUTABLE intelligent lady, of high principles and business experience, would like to find a position, 24th understandings having been made, thoroughly experienced, will travel, good references, hospital training, \$25. Rate, Tel. 2045, 2nd Fl., Tribune Brown Office.

COMPANION—A young girl, just left school, to accompany a grown child, willing to go to Europe. Miss Cleasby, 182 St John's Place, Brooklyn.

DRESSMAKER—British dresses for all occasions, reasonable, by day or home. Gorring, 246 West 83rd st.

GOVERNESS OR TRAVELING COMPANION—Required for child, address Miss E. Blum, 44 Irving Place.

DOMESTIC SITUATIONS WANTED.

Male.

A YOUNG colored butler or valet, highly recommended, \$50. Prestigious, Rogers Bros., 188 West 100th st., tel. 6285 Kline.

BUTLER VALET—Norwegian, highly recommended, young, neat, and experienced, wages \$45. Tel. 2045, 2nd Fl., Tribune Brown Office.

BUTLER VALET—Used, American, well educated, white, \$10. Tel. 2045, 2nd Fl., Tribune Brown Office.

CARTAKER—Respectable, simple, honest, reliable, thorough, reliable, best of references. Charles Wilson's Agency, 141 East 25th st., Tel. 2221 Plaza.

CARTAKER—Experienced, responsible couple, good housekeepers, of private house, references. Address Responsible, Box 29, Tribune Office.

CARTAKER—Small, respectable German family, husband or country, preferred, good housekeeper, \$100. Tel. 2045, 2nd Fl., Tribune Brown Office.

COACHMAN—Single, Scotch American, thoroughly understands his business, reliable, drives, wagon, stable, good references. Mrs. M. L. James, Leaf, Far Rockaway, Long Island.

COUPLE—Young, good, useful, gardener, wife, good cook, good cook and housekeeper, good references. Tel. 2045, 2nd Fl., Tribune Brown Office.

COUPLE—Southern colored, man outside wife, housekeeper, good references. Tel. 2045, 2nd Fl., Tribune Brown Office.

COUPLE—Southern colored, man butler, wife, good cook, good references. Tel. 2045, 2nd Fl., Tribune Brown Office.

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